Tandem Connections

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Letter From the President

If you haven't heard the news, there's been a name change at Answers Technology, Inc. We are now a newly formed partnership called, Tandem Technologies, LLC. Our name may be different, but we will continue to specialize in the sale and full support of Sage and ALERE business software solutions. Karen Smart, President, stated, "Our goal remains to create a long-term relationship with our clients. We connect people, business, and technology to bring about new productivity, increased profits and restore time for people to be creative again in their workspace. We devote time to understand our client's business and then educate them on business software choices. The success of our projects are dependent upon the expertise of our staff and the knowledge we can transmit to our clients."

Tandem Technologies, LLC will continue to set itself apart with proven methodologies to ensure successful client outcomes on all projects and software implementations. These include: developing a project plan, identification of responsibilities, timelines and deliverables to ensure projects stay on track. All of this is done on a not to exceed basis and money back guarantees. Few companies do this, and fewer do it with any success. The comprising partners of Tandem Technologies, LLC have the experience to provide this service and continue to improve on their processes based on changing technology and business operations.

Contact Your Tandem Technologies, LLC Partner at 1-866-392-6132. Extensions are listed below.

Karen Smart - Ext. 706 – Smart e-Solutions, Inc. – Lawrence, KS

   Sales & Customer Account Manager: Linda Kiernan - Ext. 704

Jay Katon, CPA - Ext. 703 – Technical Accounting Solutions, Inc. – Laurel, MD

Al Casciello, CPA - Ext. 702 – Commonwealth Accounting Solutions, Inc. – Midlothian, VA

Dennis McVeigh - Ext. 705 – Taurus Consulting, Inc. – River Edge, NJ

Bob & Val Aubry - Ext. 701 – Main Street Software, Inc. – Landisville, PA

Bob Zuckerman - Ext. 707 – Zuckerman Consulting – Novato, CA

<u>Mark Your Calendars!</u> – Tandem Technologies Monthly e-Sessions

* Monthly e-Sessions for November and December will be held on different dates. Enroll now at http://tiny.cc/e-session.

November e-Sessions:

➢ **Sage 300 ERP - "Beyond Data Integrity"**
  Date: Tuesday, November 25, 2014 -- Please note change of day
  Time: 1:15 PM to 2:30 PM CST

  Data integrity refers to the accuracy and consistency of *data* over its entire life-cycle, and is a critical part of your system. Join Sage 300 Consultant, Karen Smart, to get information on checking your data integrity, what to do with the report information generated, how to do it, and maintaining optimal integrity of your data with tools available in the Sage 300 Toolkit.

➢ **ALERE Accounting**
  Date: Tuesday, November 25, 2014 -- Please note change of day
  Time: 2:15 PM to 3:30 PM EST

  Join ALERE Consultant, Dennis McVeigh, to gain in-depth knowledge about how to customize the ALERE inventory entry screen to create a specialized field specifically for your business without difficult programming. Learn how to use fields in the inventory screen and name those fields meaningful to your business in the Manager Module. See how you can add a field and then put input restrictions so users can only select the choices that you want to be valid for that field.

December e-Sessions:

Please Note: Our December e-Sessions will be moved to Thursday, December 18, 2014

➢ **Sage 300 ERP - "Year End Closing Procedures"**
  Date: Thursday, December 18, 2014 -- Please note change of day
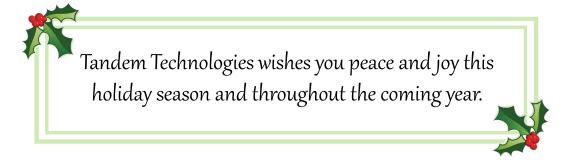 **Time: 1:15 PM to 2:30 PM CST**

  Join Sage 300 Consultant, Karen Smart, for a great session on how to closeout your company's year-end with confidence. Karen will go thru the modules and tasks that can be done at the best time (year-end). Session attendees will receive the Sage 300 ERP Year-End Procedures checklist.

➢ **ALERE Accounting**
  Date: Thursday, December 18, 2014 -- Please note change of day
  Time: 2:15 PM to 3:30 PM EST

  Join ALERE Consultant, Dennis McVeigh, to learn how to add a custom search and filter to your reports. See these simple ALERE specific techniques for designing a payables unbilled purchase order report with information you need to run your business more efficiently.

Tandem Technologies wishes you peace and joy this holiday season and throughout the coming year.

New Sage Promotions

Offers end December 19, 2014
(restrictions apply)

In the Family Offer:

♦ **Option 1:** Customers on Sage 300 ERP who purchase Sage HRMS, Sage HRMS Payroll, or Sage Employee Self Service will receive a 15% savings benefit on the product.

♦ **Option 2:** Customers on Sage Pro ERP and Sage PFW ERP who migrate to Sage 300 ERP will receive a 15% savings benefit on the product.

♦ **Option 3:** Customers who are current on Sage Business Care with any Sage product will receive a 15% savings benefit on Sage Fixed Assets*.

*Hosted and subscription are not included in this offer. Qualifying solution must have been purchased at least 12 months prior to the promotion expiration date.

New Clients Offer:

Purchase both Sage 300 ERP and Sage HRMS at the same time and receive 10% off the entire order*.

*Excludes required Sage Business Care.

New & Existing Sage 300 ERP Clients Offer:

Clients can purchase Sage Sales Tax Distribution bundle (Calculations, Exemption Certificates and Tax Returns) and receive 50% off annual calculation service.

Sage 300 ERP clients who purchase Sage Enterprise Intelligence will save 15%

Please Note: Payment for software must be received on or before the expiration dates listed before an order can be placed. Please contact your Sage Consultant.

Tandem Technologies Adds Back Needed Features For Migrated Clients

Case Study: After Migrating to Sage 300 ERP, Sage Pro ERP Clients Lost Their Ability To Have Longer Invoice Line Description Notes

Background: Sage Pro is a Microsoft Visual Foxpro (VFP) accounting system that supports and connects to both a VFP and SQL database data source. Both VFP and SQL support many types (numeric, character, currency, date, logical (true/false), and variable character - aka MEMO). A MEMO field is a special data type that allows users to basically type or include as much verbiage as desired or required on an invoice line or as a general instruction, payment or return policy for the entire invoice. These MEMO fields are available throughout Sage Pro accounting system documents. The Sage Migrator tool, utilized for Sage Pro to Sage 300 ERP migrations, brings over data from Sage Pro into Sage 300 and transfers the data from "like" fields to Sage 300, but only to the Sage 300 data field size limitations. Sage 300 line descriptions and comments fields are limited to 60/150 characters.

Issue: The client begins to use Sage 300 to continue running the business as they did before in Sage Pro, only to find that Sage 300 has a line item description field (max 60 characters) and a comment field (max 150 characters). Optional fields are available, but again, do not appear on the invoice and are also limited to 60 characters.

Solution: Dennis McVeigh using his knowledge of Sage 300, Crystal Reports, and working with Karen Smart, developed a Sage 300 AR item called "LC" for line comment. The user can now type in, "LC" on the invoice, allowing them to enter data in the comment field. By utilizing the Crystal Reports "sub-report" feature to "sandwiched in" each and every LC line just after any other line in the invoice, the user has an invoice that can now have an "expandable" comment/description section. This customization allows for the system to use only the "invoice REAL ESTATE" needed to fit the comments since sub-reports expand and contract as needed. Additionally, Dennis used Sage's Optional Fields and created another sub-report on the invoice, allowing it to have optional fields show up for each invoice line. If no optional fields are used, nothing shows; and this is important, as the user adds an optional field to an invoice, the description will print out! This is a valuable tool for businesses that need to include Fixed Field information under or above each line item on an invoice.

Examples:

Sage 300 AR Item: Cell Phone
Sage 300 AR Item: LC
Sage 300 AR Optional Field: MFG
Sage 300 AR Optional Field: Model
Sage 300 AR Optional Field: Plan
Sage 300 AR Optional Field: Service #
Sage 300 AR Optional Field: Approve by

How To Use This Feature:

On the invoice, choose the customer, add the item "Cell Phone" and put in cost information. The [insert] another line. Put in "LC" and type in all of the verbiage.

Click on the Optional Fields tab, use the Sage finder to put in one or more optional fields and fill in the invoice specific values for this specific invoice.

During invoice entry, you can preview your invoice by clicking on the print button.

Note: This technique requires no Sage 300 programming thus making updates and upgrades compatible.

News From TIW Corp.

Developer of ALERE Accounting and ALERE Manufacturing Software

In early October, Tandem Technologies attended the yearly TIW/ALERE Dealer Roundtable at the TIW Headquarters in Easton, PA. Our friends at TIW/ALERE hosted a fabulous dinner at the Blue Grill-house, where the food was amazing and new partnerships garnered.

We were very excited to hear about and see the ALERE Manufacturing v10.0 release — that is coming this month! Some of the features we were shown and told about included: Auto-Close in Work Orders; in the Master Route users can change the assignment of material to route steps; and the Plan Module now has a dissemble report (shown on screen) for a break-down of returns to inventory.

Also Manufacturing v10.0 will be released with VFP and SQL support. This is part of the continuing effort that TIW Corporation is making to provide a single source, scalable business solution that works with your Microsoft Office software today and providing that speed and security every business owner wants. Several Tandem Technologies partners will be attending the November 10th — 14th Accounting and Manufacturing Seminars at TIW Corp. in Easton, PA.

Don't Forget: Save 50% on your first order of ALERE checks or envelopes at www.alerechecks.com or call toll free 1-800-544-3427. Not sure how they look? Have a free sample sent to you.

ALERE Tips & Tricks Corner

How to Add an Inventory Item

1. In the **Inventory Module**, select **Item Definition**
2. Click the **Add** button on the **Inventory** header tab
3. Fill out **Item** and **Descrip** fields. Edit other fields as appropriate. Click the **Save** button.

Additional Function Examples

1. Add Location: On the **Location** tab, fill out **Location** field. Edit other fields, if required and then click the **Save** button.
2. Add an Image: On the **Image** tab, double click on the **Image 1** or **Image 2** field. Select path to desired GIF, JPG, ICO or BMP image and click the **Save** button. Enter notes in **Description** field, if desired.